

222 South Hamilton Street

Madison, WI 53703 (608) 255-4044

April 26, 2004

Mr. Lee Cullen
Chair, Governor's Energy Task Force
122 W. Washington Ave., Suite 900
Madison, WI 53703

Re: Windpower Manufacturing—Wisconsin's Next Growth Industry

Dear Lee:

You may have heard or read about a new business venture in Stevens Point that will begin fabricating towers and other wind turbine components this fall. The immediate good news is that Global Energy Systems, the company launching this venture, expects to employ about 100 people and book between \$50 million and \$75 million a year in equipment orders. But there is more to this commitment and what it could do for Wisconsin than what is described in the accompanying press release, which should be brought to the attention of the Governor's Task Force.

As someone who was to some extent responsible for pushing this venture forward, I would like to take this opportunity to flesh out the story behind this coup and suggest some follow-up steps for pulling in more manufacturing commitments.

First, it's fair to say that this venture would not have achieved the critical mass to go forward if Focus on Energy were not on the scene to provide it with the necessary spark. This initiative started when Focus on Energy's Renewable Energy program decided to commit funds and staff resources. Following some initial market research, Focus on Energy entered into a contract with a Milwaukee-area engineer with ten years' experience with several U.S. windpower manufacturers. The grant recipient, Gary Koster of Midwest Windengineering, devised a plan for organizing a vendor base in Wisconsin to produce equipment under contract to wind farm developers, in particular, turbine towers. In his view and others, there are too few U.S. companies that have the requisite fabricating equipment and expertise to produce enough turbine towers to meet the anticipated demand through 2006. With that in mind, Mr. Koster began approaching established Wisconsin companies in hopes of securing a commitment to produce towers.

Mr. Koster's search had three objectives: (1) to find a property or facility suitable for producing 60-foot-long, 15-foot-diameter tower sections weighing 50 tons apiece; (2) to organize a project management team committed to using fully automated production equipment; and (3); to attract sufficient capital to purchase the machinery and, if necessary, to construct a new fabricating facility. After a few near-strikes, Mr. Koster found a group of investors who are as

bullish on windpower manufacturing as he is. They also control a property in Stevens Point that appears to be ideal for housing a new heavy manufacturing plant. A new 200,000-square-foot building will soon rise along side the former Woodward Governor plant.

It's worth noting that the total outlay from Focus on Energy to Midwest Windengineering amounted to \$25,000. That grant acted as the catalyst that led to this large manufacturing commitment. I think it also instructive to compare the plant's expected output per annum (\$50-\$75 million) against the annual budget for Focus on Energy's Renewable Energy Program (\$2.5 million). Rarely does one see so much economic development activity leveraged by so little seed money.

When operational, this plant will be the first fully automated windpower component manufacturing facility in North America. For that reason, this plant will be able to produce towers at a lower cost than its competitors can. Because windpower manufacturing in the U.S. is woefully undersized, given the volume of orders expected over the next 30 months, many in the wind industry expect such leading turbine manufacturers as Vestas (Denmark), Gamesa (Spain), or Suzlon (India) to establish manufacturing presences in North America. An alliance or partnership with Global Energy Systems would give any one of these industry powerhouses a significant competitive advantage in the Upper Midwest and the mid-Atlantic region where over 1,500 megawatts of windpower installations are planned for the next two years. Such a strategic alliance with Global Energy Systems also brings into play the former Woodward Governor plant built in 1989. Practically in mint condition, this attractive 150,000-square-foot facility can serve as a ready-made corporate or regional headquarters building that a Vestas, Gamesa, or Suzlon could occupy almost immediately.

It has been estimated that about 80% of windpower's direct economic impacts flow from manufacturing. A combination of factors have elevated Wisconsin's attractiveness as a manufacturing center for the Northern American wind market. These include (1) a skilled workforce; (2) a location that can easily serve two high-growth markets; and (3) strong in-state demand for windpower (over 400 MW in existing utility commitments). With a fully automated component fabricating center, Wisconsin now has a magnet around which to cluster additional manufacturing ventures, including the turbines themselves as well as blades, gearboxes, and generators.

The word from last month's Global Windpower 2004 show in Chicago is that Wisconsin is one of two leading contenders to host a new turbine assembly plant—the other bring Pennsylvania. Now is the time for the Department of Commerce to parlay Focus on Energy's recent success into a full-blown package that can make the difference between the new turbine assembly plant locating in Wisconsin versus the same plant going to Pennsylvania. The stars have never been more favorably aligned than right now.

Sincerely,

A handwritten signature in black ink that reads "Michael Vickerman". The signature is fluid and cursive, with a long horizontal line extending from the start of the name.

Michael Vickerman
Executive Director

New wind farms eyed for northeast

By Judy Brown

Regional Editor

BROWNSVILLE — A Chicago developer has proposed Wisconsin's largest wind farm to be sited in Dodge and Fond du Lac counties.

Plans for the "Forward Wind Energy" project call for phasing in 100 to 200 wind turbines producing enough power to supply 67,000 homes.

Invenergy has contacted landowners in the project area — the townships of Oakfield and Byron in Fond du Lac County and in Leroy and Lomira in Dodge County.

"We think wind energy is a forward-looking way of producing power," Mark Leaman, who leads the developer's wind group, said April 8 at an informational meeting attended by more than 125 residents. "We are here to tell you as much as we can about the project."

The company installed two monitoring towers in Byron and Lomira to gauge the wind speed.

"The wind data has been great," said Joel Link, Invenergy wind project coordinator.

Because the projected area for the wind farm is north of Horicon Marsh, a site designated as globally important for birds, developers are working on several studies, including an avian study of birds and bats.

"We actually have somebody out there with binoculars looking for birds and migration patterns," Mr. Link said.

He said the avian study and on-site monitoring "would help in siting away from the Horicon Marsh."

The company also has consulted with several agencies, such as the Wisconsin Department of Natural Resources and the U.S. Fish and Wildlife Services, he said.

A video produced by the American Wind Energy Association and a presentation by Mr. Link outlined how wind turbines that cost more than \$1 million provide more power and less sound.

"We've got three commitments from power purchasers, and that's going to drive construction of the project," Mr. Link said.

While Invenergy hasn't completed its siting, it has been in contact with landowners who potentially could have one or more turbines on their property.

Invenergy proposes to pay landowners \$4,000 per year for siting each turbine with the payment going up 2 percent a year for the duration of the 30-year contract.

Landowners also would be paid for disruptions of the land used, which amounts to about a half acre per turbine.

Townships and counties would also share annually in royalty payments from the developer.

Landowners who do not have a turbine on their property might also be offered compensation if their land is adjacent to other turbines but perhaps doesn't meet setback standards, Mr. Link said.

"I'm leaning toward it," said Dale Smith, a town of Byron dairy farmer.

One landowner asked if there was a signup sheet available so developers could consider the property for siting.

"As a physics teacher we visited the two turbines on Highway 41," said Al Messner, Oakfield town board member and retired teacher. "I think it's a good idea, and we need the energy."

Several questioners wondered why turbines couldn't be better located along U.S. Highway 41 in southern Fond du Lac County or along a railroad track instead of in prime agricultural land.

"There are only so many good wind sites in any particular state," Mr. Link said.

Myron Ehrhardt, town of Leroy, said he was in favor of wind generation even though the turbines would be on land zoned A1 agriculture.

"We can't develop the land, so this is a way I see we can have some extra revenue and keep the land in agriculture," Mr. Ehrhardt said. "People can afford to stay on the land."

A proposed timeline slates construction to start next spring and be completed by October 2005. Mr. Leaman said the project would go ahead if a federal tax incentive will be available.

"We're moving forward with development of the project confident that the tax credit will be renewed," Mr. Leaman said. "Construction will not begin until the tax credit is renewed."

At one time the tax credit was part of the stalled energy bill in Congress. However, an Invenergy spokesperson said the provision was now part of a tax appropriations bill and not part of the energy bill.

Judy Brown may be reached at jlbrown@vbe.com.

Congress delivers blow to wind energy

Tax credits will not be extended.

By Frederic J. Frommer
Associated Press

WASHINGTON — Congress has effectively pulled the plug on the wind energy industry by failing to extend a crucial tax credit, leaving \$2 billion worth of projects on hold across the country.

Utilities rely on the tax credit, 1.8 cents per kilowatt-hour, to pick up about one-third of the cost of wind energy they produce.

Wind farms that were built when the tax credit was in place receive the credit for 10 years, so existing operations are not affected by the credit's expiration. But the expiration is holding up new construction.

"The tax credit lapse has

brought the industry to a screeching halt," said Mark Haller, owner of Haller Wind Consulting, in River Falls, Wis. He said Congress should pass a permanent tax credit, rather than renewing the credit for a few years at a time, as it has several times since 1992.

"We're on this roller coaster," said Haller.

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Wind

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In Wisconsin, We Energies has contracts with developers to build three wind projects that would provide 214 megawatts worth of power — enough to power the homes of about 60,000 homes for a year.

Those projects would quadruple the state's existing wind power capacity, and make Wisconsin the largest wind-generating state east of the Mississippi River, said We Energies' manager of renewable energy strategy, Jeff Anthony.

The company had initially hoped to have those projects up and running by the end of the year, Anthony said, but has pushed them off to next year because of the tax credit lapse.

We Energies currently provides about 1.5 percent of its retail sales through renewable energy (mostly wind). The company has set a goal of increasing that to 5 percent by 2011.

Nationally, wind energy provides about 1 percent of the nation's energy. The American Wind Energy Association hopes to increase the figure to 6 percent by 2020.

"This has cut down development totally. We're dependent on the production tax credit," said Wayne Brunetti, chairman and CEO of Minneapolis-based Xcel Energy, which is second in the nation in wind energy acquisition.

"Our folks are in negotiations with developers," Brunetti added. "Until this issue is settled, we can't settle contracts with anyone."

Xcel relies on expanding wind energy to reduce carbon dioxide emissions. It plans to triple its level of wind-powered energy in the next eight years, but needs the tax credit to make that work.

Legislation to renew the wind energy production tax credit for three years was included in last year's mammoth energy bill, but that bill failed to get through Congress, leav-

ing the tax credit to expire on Dec. 31.

Industry officials are hopeful Congress will extend the tax credit this year. The American Wind Energy Association says its members have laid off 2,000 members this year.

The group had set a goal of 2,000 megawatts of new wind energy this year — enough to power 600,000 homes a year — up from 1,700 last year.

Now, the group says the number will be between 400 megawatts and 1,000 megawatts.

"And if Congress doesn't ex-

tend the production tax credit by the August recess, it looks like this year is a wash," said association spokeswoman Kathy Belyeu.

Farmers also have something at stake in the debate. Many wind operations are leased from farmers and ranchers.

"The opportunity to provide a source of energy through wind farms is very promising for agriculture," said Don Lip-ton, a spokesman for the American Farm Bureau Federation in Washington.

SolarAccess.com News

Study Predicts Economic Windfall for State

Overland Park, Kansas - April 5, 2004 [SolarAccess.com] Black & Veatch recently completed an economic impact study of renewable energy in Pennsylvania to determine potential benefits that investments could create for the Commonwealth of Pennsylvania. The study included a review of the current status of renewable energy development in the United States and Pennsylvania, characterization of renewable power generation technologies, assessment of Pennsylvania's renewable resources and estimation of economic benefits the state would experience by adopting a Renewable Portfolio Standard (RPS) policy that would mandate their use to provide a percentage of the state's energy.

"Our findings concluded that investments in renewable energy resources would provide a windfall of economic benefits to the state of Pennsylvania," said Ryan Pletka, Black & Veatch renewable energy project manager. "By instigating a shift from fossil fuels to sustainable renewable energy resources, the state could potentially create 85,000 net new jobs over the next 20 years and increase earnings by approximately \$2.8 billion and state output by \$10.1 billion."

The study compared the economic impacts of the RPS to a "business as usual" (BAU) case of building all fossil fuel resources over the course of 20 years. The analysis revealed that the RPS would result in \$10.1 billion more in gross state output and \$2.8 billion more in earnings over the 20 year time period than the BAU portfolio.

Additionally, 129,000 new jobs over 20 years would be generated by developing renewable energy resources, compared to 44,000 for the BAU scenario (a net increase of 85,000). Impacts on consumer electricity prices would be small, equating to an increase of about 30 cents per month for the average residential customer. Reduction of fossil fuel consumption and prices are also potential benefits of renewable energy development.

The Black & Veatch analysis revealed that a 1 percent reduction in fossil fuel prices could yield annual savings of \$140 million, or 50 percent of the RPS cost premium, in 2015. According to the study, the state's most abundant renewable energy resources include wind, solar, biomass, landfill gas and hydro.

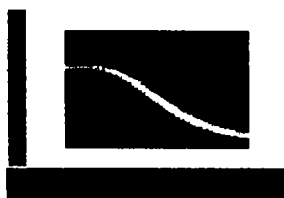
"The technical potential of these resources is capable of supplying more than the current Pennsylvania demand for electricity," said Pletka.

RPS policies have been a popular mechanism used by other states and countries to mandate a certain percentage of electricity be generated from renewable energy resources. To date, 12 states have implemented RPS policies, and many others are actively considering the adoption of an RPS. These policies have directly initiated the installation of thousand of megawatts of renewable energy and have helped to spur the 20 to 30 percent growth in wind energy capacity in the United States over the past 5 years.

The study was performed for the Community Foundation for the Alleghenies, which was funded by the Heinz Endowments. To download a PDF version of the study, please access the following link:

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Study Released: Economic Impact of Renewable Energy in Pennsylvania

STATE COLLEGE, PA – April 2, 2004 – The Community Foundation for the Alleghenies (CFA), a non-profit organization dedicated to the quality of life in communities throughout Western Pennsylvania, and the Heinz Endowments, today released the results of a study on investments in renewable energy resources to a variety of economic development benefits. And Pennsylvania is poised to capitalize on these benefits. According to the study, which was released today during the 2004 Clean Energy Expo in State College, investments in renewable energy resources could yield substantial benefits for the Commonwealth, including job creation, productivity increases, capital investments and new revenue. Renewable energy resources include wind, solar, geothermal, biomass, biogas and hydroelectric power.

"As one of the first states to embrace and successfully implement electricity deregulation, Pennsylvania has established a reputation as an innovator and leader in the energy industry," said CFA Executive Director Mike Kane. "The Commonwealth can continue its track record of substantial benefits for its residents and businesses by encouraging investments in renewable energy resources. Our study has shown that investments could not only create more than 85,000 net new jobs over the next 20 years, but generate more than \$10.1 billion in new revenue to spur capital investments and drive productivity increases."

Among the key findings of the CFA study:

- Over the next 20 years, Pennsylvania can increase personal income by \$2.8 billion, gross state output by \$10.1 billion, and create 85,000 net new jobs-years by investing in renewable technologies compared to fossil fuels.
- Investments in renewable energy resources create a multiplier effect that can lead to additional benefits for the state such as increased demand for local goods and services driven by increased capital spending and disposable incomes.
- Developing renewable energy resources will enable Pennsylvania to reduce consumption of natural gas and coal, possibly by as much as \$140 million annually.
- Over 200 companies are actively involved in developing renewable energy resources and facilities throughout the Commonwealth. If the right policies in place to encourage the use of alternative energy sources, this number could increase significantly.

"Because they derive most of their energy from the sun and other natural elements, renewable resources are virtually inexhaustible and environmentally friendly to produce," said Caren Glotfelty, Program Director for the Heinz Endowments, which provided funding for the study. "By investing in such sources, Pennsylvania can effectively facilitate their development and begin to reap the economic development and environmental benefits that they can provide."

Approximately 90 percent of Pennsylvania's power is currently generated by coal and nuclear energy. But according to the CFA study, an abundance of renewable energy resources, including wind, solar, biomass, landfill gas and hydro, that could be used to provide a significant portion of the state's electricity.

"The technical potential of these resources is capable of supplying more than the current Pennsylvania demand for electricity," said CFA renewable energy project manager for Black & Veatch Corporation, a leading global engineering, consulting and construction company based in Overland Park, Kansas, that conducted the study for CFA.

Pennsylvania could spur use of such resources by adopting a Renewable Portfolio Standard, legislation that would mandate that a certain percentage of the state's electricity be generated from them.

"RPS policies have been a popular mechanism used by other states and countries," Pletka said. "These policies have directly initiated the installation of thousands of megawatts of renewable energy over the past 5 years."

Debate over the adoption of an RPS is currently underway in Harrisburg under several proposals.

Please visit the Web sites for the following Pennsylvania Sustainable Energy Funds:

[Sustainable Development Fund](#)
[Sustainable Energy Fund of Central Eastern Pennsylvania](#)
[Metropolitan Edison Fund of Berks County Community Foundation](#)
[West Penn Power Sustainable Energy Fund](#)
[Penelec Sustainable Energy Fund of the Community Foundation for the Alleghenies](#)

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216 Franklin Street - Suite 606 - Johnstown, PA 15901
Ph: 814-536-7741 - Fax: 814-536-5859

Proposed Windpower Projects in Wisconsin

(as of 4/19/04)

Town/County	Developer	Utility	MW	Turbine type	Permit	PPA	Comments
Marshfield/ Fond du Lac Co.	Navitas Energy	We Energies	80	Gamesa 1.8 MW	Yes	Yes	Awaiting PTC extension.
Calumet/ Fond du Lac Co.	Navitas Energy	We Energies	80	Gamesa 1.8 MW	Yes	Yes	Awaiting PTC extension.
Herman/ Dodge Co.	Midwest Wind	We Energies	54	NEG Micon 1.65 MW	Rezoned as permitted use	Yes	Negotiating over airport and bat issues.
Seymour/ Lafayette Co.	Zilkha Renewable Energy	None	99	NEG Micon 1.65 MW	Yes	No	Looking for utility purchaser.
Eden/ Fond du Lac Co.	Eden Wind Energy, LLC	We Energies	3	NEG Micon 1.65 MW	Yes	Under negotiation	
Addison/ Washington Co.	Addison Wind Energy, LLC	We Energies	1.65	NEG Micon 1.65 kW	Yes	Under negotiation	
Fond du Lac & Dodge Cos.	Invenergy	Likely to have three utilities	100+	Unknown	Just beginning	Under negotiation	Will require PSC review and approval.

Wind power fabricating facility proposed in Point

Business would employ 100

By GENE KEMMETER
of The Gazette

A new company headquartered in Stevens Point has announced plans to manufacture components for wind generators at the former Woodward Governor facility on County Club Drive in Stevens Point.

William Stone, director of business development for Global Energy Systems, told The Gazette Wednesday that the company plans to build and operate North America's first fully automated facility for manufacturing a variety of components for utility-scale wind generators.

The operations will be housed in both the former Woodward Governor plant along Interstate 39 and a new 200,000-square-foot fabricating center that will be built on the

same property.

When fully operational this fall, the facility is projected to have about 100 employees, including 75 skilled labor positions. He said the company has been working through Wisconsin Job Service to identify qualified workers.

Stone said the company is working with Vestamicon, a tower manufacturer in Denmark, that has never had a contractor in the

Wind

United States to make towers. "We will be able to provide quality towers, especially for power companies."

In its first full year of production, Global Energy expects to generate between \$50 million and \$75 million in orders, he said, producing such components as towers, flanges, gearboxes, bedplates and hubs.

The centerpiece of the venture will be the wind tower fabricating operation in the new facility. Stone said. Global Energy aims to produce more than 200 towers a year, with the towers ranging from 210 to 300 feet in height, depending on the order, and each weighing between 120 to 200 tons, he said.

Global Energy officials said the firm recently placed orders to manufacture and install the automated fabricating equipment with ESAB, a welding and equipment company in Sweden, and DAVI-Promaus S.r.l., a wind-energy tower manufacturer in Italy.

"This move will elevate Wisconsin to the forefront of wind power component manufacturing in North America," Stone said. "The cost of manufacturing and transportation will be cheaper than producing the towers and equipment in Europe. Our main goal is to bring jobs, bring back manufacturing to Wisconsin."

The decision to locate in Stevens Point has been in the works for some time, he said, because of the Woodward Governor facility, which is designed for fabricating metals, and has office space available to serve as the American headquarters for Vestamicon and other European manufacturers involved in wind-power generation. "We're bringing the Europeans to us."

He said the company is looking at starting additional construction in a month or so, with manufacturing operations starting in September or October.

Stevens Point Mayor Gary Wescott said city officials have been in discussions with Global Energy about the proposed plant. "I'm confident it fits with our goal of attracting high-tech, good-paying, environmentally friendly businesses to Stevens

Point," he said. "There's quite a demand for wind-power generation, not only in Wisconsin, but in the rest of the nation."

John Gardner, Stevens Point community development director, said Global Energy has inquired about transportation grants and industrial revenue bonds but hasn't submitted applications or permits yet.

Stone said Global Energy is also discussing construction of additional railroad spurs with Canadian National Railroad because the company plans to purchase 250 tons of steel per year for the towers.

With the development, Global Energy is looking to capitalize on recent commitments by state utilities to increase wind-generation capacity in Wisconsin. Alliant Energy Corp. of Madison said it plans to add 100 megawatts of wind power by next year, and Wisconsin Energy Corp. of Milwaukee plans to add more than 200 megawatts of wind generation.

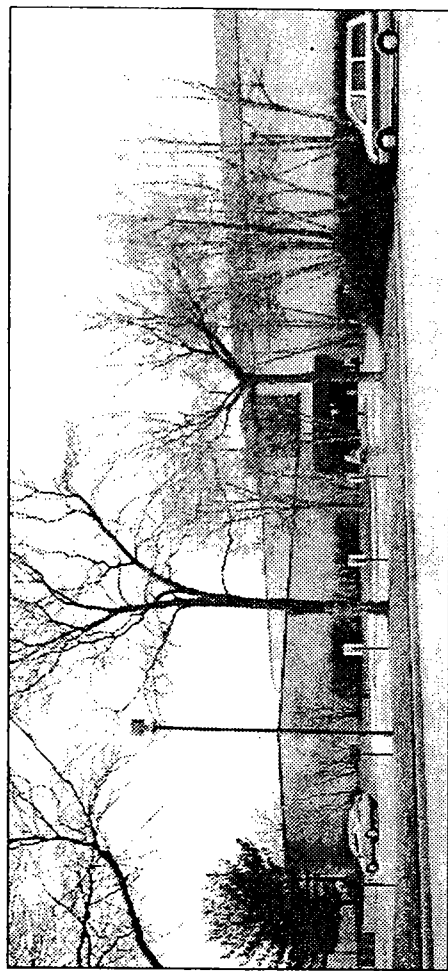
"For those of us who have been promoting the economic development benefits from renewable energy development, this is an enormously satisfying moment," said RENEW Wisconsin executive director Michael Vickerman, about the Global Energy announcement.

Vickerman also directs Focus on Energy's ongoing initiative to organize a wind-power manufacturing presence in Wisconsin.

Through its grants and incentives program, Focus on Energy played a pivotal role in bringing this manufacturing to fruition, Vickerman said in a release. Since early 2003, Focus has provided \$25,000 in business and marketing grants to Midwest Windengineering, a Milwaukee-area consulting firm that is promoting Wisconsin as a hub for wind power manufacturing.

"This is an initiative that plays to Wisconsin's historical strength as a heavy equipment manufacturing center," said Vickerman.

"With about 400 megawatts of wind generation slated for development in Wisconsin



The former Woodward Governor building on Country Club Drive in Stevens Point will be the site of a new wind power fabricating facility. (Portage County Gazette photo)

in the next two years," he said, "there has never been a better opportunity to integrate Wisconsin manufacturers into the renewable energy supply chain than right now. And this venture sends a powerful message to wind turbine manufacturers overseas - Wisconsin supports wind generation and the companies that will make it happen."

In the last year Wisconsin's utilities have committed to installing about 240 wind turbines in the state, which will generate about one billion kilowatt-hours of electricity a year, the equivalent of what 125,000 households consume in one year.

RENEW Wisconsin is an independent, nonprofit organization that acts as a catalyst

to advance a sustainable energy future through public policy and private sector initiatives. RENEW is a member of the Wisconsin Renewable Energy Network, a subcontractor to Focus on Energy.

Focus on Energy Renewable Energy Program is a public-private partnership that provides energy efficiency and renewable energy information and services to the state's energy utility customers. Focus on Energy's Renewable Energy program seeks to raise awareness, provide training and financing, enhance marketing, promote technical assistance and support the installation of renewable energy technologies across Wisconsin.

..... **for immediate release**

Media Contacts: Jennifer Dryburgh / Tim Wirtz
Hoffman York
414-225-9535 / 414-225-9522
jdryburgh@hyc.com
twirtz@hyc.com

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**Focus on Energy Helps Bring Wind Power
Manufacturing Jobs to Stevens Point**

- New venture signals wind energy's growing vitality -

MADISON, Wis. – April 26, 2004 – Wisconsin's wind power industry gained momentum when a consulting firm received a Focus on Energy grant that helped establish North America's first fully automated facility for manufacturing components for utility-scale wind turbines. Midwest Windgineering, a wind power consulting firm based in Muskego, received the \$25,000 grant to establish Wisconsin as magnet for manufacturing wind energy components. The result of its efforts is the newly formed Stevens Point, Wis., based Global Energy Systems.

The company plans to be fully operational this fall and employ about 100 people, including 75 skilled labor positions. By producing components such as towers, flanges, gearboxes, bedplates and hubs, Global Energy Systems expects to generate between \$50 million and \$75 million in orders in its first full year of production.

The centerpiece of this venture is the wind tower fabricating operation that will be housed in the new facility going up next to the former Woodward Governor building. Global Energy Systems aims to produce more than 200 towers a year ranging from 210 feet to 300 feet in height and 120 tons to 200 tons in weight.

"This move will elevate Wisconsin to the forefront of wind power component manufacturing in North America," said William Stone, director of business development for Global Energy Systems. "There are about 400 megawatts of wind generation in Wisconsin's development pipeline right now; there has never been a better opportunity to integrate Wisconsin manufacturers into the renewable energy supply chain.

By having Global Energy Systems in the state, Wisconsin's utilities will be able to meet or exceed their commitment to the installation of approximately 240 wind turbines by 2006.

FOCUS ON ENERGY AWARDS GRANT TO MIDWEST WINDGINEERING
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These wind turbines will produce about 1 billion kilowatt-hours of electricity a year, the equivalent of what 125,000 households consume in one year.

“This venture sends a powerful message to wind energy manufacturers overseas,” said Michael Vickerman, who leads Focus on Energy’s ongoing initiative to organize a wind power manufacturing presence in Wisconsin. “Wisconsin welcomes wind power development and the companies that will make it happen.”

Part of the Focus on Energy Renewable Energy program is to offer grants that provide financial support for developing business skills and marketing materials for renewable energy organizations and businesses. Business and marketing grants, like the one received by Midwest Windgineering, are awarded to assist in developing business plans, gaining market recognition, better understanding of their market, training employees, gaining certification, and other related activities. These grants do not support the purchase of renewable energy equipment, or the costs of product research and development, which can be obtained from other grant categories offered by the Focus on Energy Renewable Energy program.

About the Focus on Energy Renewable Energy Program

Focus on Energy is a public-private partnership that provides energy efficiency and renewable energy information and services to the state's energy utility customers. Focus on Energy's Renewable Energy program seeks to raise awareness, provide training and financing, enhance marketing, promote technical assistance and support the installation of renewable energy technologies across Wisconsin. Focus on Energy provides applications, with full program details, at 800-762-7077 or at focusonenergy.com

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